

PRODUCERS' QUESTIONNAIRE
CERTAIN CERAMIC STATION POST INSULATORS FROM JAPAN

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than JANUARY 15, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain ceramic station post insulators from Japan (inv. No. 731-TA-1023 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm produced **CERTAIN CERAMIC STATION POST INSULATORS** (as defined in the instruction booklet) at any time since January 1, 1999?

- ☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()

Phone

()

Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Do you support or oppose the petition? Please explain.

☐ Support ☐ Oppose ☐ Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

☐ Yes ☐ No (that is, I do not wish my position on the petition to be made public)

- I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-3. Does your firm produce other products on the same equipment and machinery used in the production of certain ceramic station post insulators?

☐ No ☐ Yes--List the following information.

Product

Basis for allocation of capacity data

- II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

- II-5. Does your firm produce other products using the same production and related workers employed to produce certain ceramic station post insulators?

☐ No ☐ Yes--List the following information.

Product

Basis for allocation of employment data

- II-6. Does your firm produce ceramic station post insulators rated at 69kV voltage class or lower (below 350 kV BIL)?

☐ No ☐ Yes--Complete the following tabulation.

Item	Calendar year			January-September	
	1999	2000	2001	2001	2002
Quantity (<i>units</i>)					
Value (<i>\$1,000</i>)					
Unit value					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7. Does your firm produce station post insulators rated above 69 kV voltage class or higher that are made of materials other than ceramics ?

☐ No

☐ Yes--Please describe such products and how they differ in characteristics, manufacturing, and end uses from ceramic station post insulators.

II-8. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain ceramic station post insulators?

☐ No

☐ Yes--Name firm: _____

II-9. Does your firm produce certain ceramic station post insulators in a foreign trade zone (FTZ)?

☐ No

☐ Yes--Identify FTZ(s): _____

II-10. Since January 1, 1999, has your firm imported certain ceramic station post insulators?

☐ No

☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

PART II.--TRADE AND RELATED INFORMATION--Continued

II-11. **CERTAIN CERAMIC STATION POST INSULATORS**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain ceramic station post insulators in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ¹ of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES³ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					
¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below:					
² Identify your principal export markets: _____					
³ Reconciliation of data --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-12. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

- II-13. Other than direct imports, has your firm otherwise purchased certain ceramic station post insulators since January 1, 1999? (See definitions in the instruction booklet.)

☐ No ☐ Yes--Report such purchases below for the specified periods.¹

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
JAPAN:					
Quantity					
Value					
ALL OTHER COUNTRIES:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:²					
Quantity					
Value					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-14. **SHIPMENTS BY CHANNELS OF DISTRIBUTION AND BY TYPES.**--Report the quantity, value, and unit value of your firm's U.S. shipments of certain ceramic station post insulators by customer type for the periods specified.

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
ELECTRIC UTILITIES:					
Quantity:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Unit value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
PACKAGERS AND DISTRIBUTORS:					
Quantity:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Unit value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					

Table continued.

PART II.--TRADE AND RELATED INFORMATION--Continued**II-14. SHIPMENTS BY CHANNELS OF DISTRIBUTION AND BY TYPES.--Continued**

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
ORIGINAL EQUIPMENT MANUFACTURERS:					
Quantity:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Unit value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
TOTAL:					
Quantity:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Unit value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-15. **SHIPMENTS BY STRENGTH CLASSIFICATION.**--Please complete the following tabulation regarding your firm's U.S. shipments of certain ceramic station post insulators by strength classification.

Item	Calendar year			January-September	
	1999	2000	2001	2001	2002
Quantity:					
Standard strength					
High strength					
Extra-high strength					
Subtotal					
Value:					
Standard strength					
High strength					
Extra-high strength					
Subtotal					

- II-16. What percentage of your firm's U.S. shipments of certain ceramic station post insulators were solid core vs. cavity core?

<i>(In percent)</i>					
Item	Calendar year			January-September	
	1999	2000	2001	2001	2002
Solid core					
Cavity core					
Total	100.0%	100.0%	100.0%	100.0%	100.0%

- II-16. What percentage of your firm's U.S. shipments of certain ceramic station post insulators were single units vs. stacked units?

<i>(In percent)</i>					
Item	Calendar year			January-September	
	1999	2000	2001	2001	2002
Single units					
Stacked units					
Total	100.0%	100.0%	100.0%	100.0%	100.0%

PART II.--TRADE AND RELATED INFORMATION--*Continued*

- II-15. In making its determination on the “domestic like product” in this and other antidumping investigations, the Commission generally considers a number of factors, including (1) physical characteristics and uses; (2) interchangeability; (3) channels of distribution; (4) customer and producer perceptions of the products; (5) common manufacturing facilities, production processes, and production employees; and, where appropriate, (6) price. If you have firsthand knowledge concerning the similarities and/or differences between **medium voltage** (at or lower than 69 kilovolts (“kV”)), and **high and extra-high voltage** (greater than 69 kV) ceramic station post insulators, in terms of the six factors listed above, please report below your views concerning such similarities and or differences.

Physical characteristics and uses: _____

Interchangeability: _____

Channels of distribution: _____

Customer and producer perceptions of the products: _____

Common manufacturing facilities, production processes, and production employees: _____

Price: _____

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Chand Mehta (202-205-3174 or cmehta@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

Phone No.

E-mail address

III-2. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods for which data are being reported, explain below:

III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

☐ GAAP ☐ Tax ☐ Cash ☐ Other (specify) _____

III-4. Reports and statements.--Did your firm or your parent prepare any of the statements or documents listed below during the period of the investigation? If so, please submit copies of them along with your completed questionnaire unless they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does ____ or does not ____ prepare financial statements (annual reports, 10-K's). Are the above documents available on the World Wide Web?

	YES	NO
At the SEC's EDGAR site?		
At some other site? (WWW address _____)		

My firm or parent does ____ or does not ____ prepare internal profit-and-loss reports on certain ceramic station post insulators operations which indicate the cost of production of certain ceramic station post insulators.

My firm or parent does ____ or does not ____ prepare internal reports indicating the cost of production of certain ceramic station post insulators.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain ceramic station post insulators, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. **OPERATIONS ON CERTAIN CERAMIC STATION POST INSULATORS.**--Report the revenue and related cost information requested below on the certain ceramic station post insulators operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Quantity in units, value in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2001	2002
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

- III-7. **CAPITAL EXPENDITURES, RESEARCH AND DEVELOPMENT EXPENDITURES, AND ASSET VALUES.**--Report your firm's capital expenditures and research and development expenditures on certain ceramic station post insulators, and the values of the property, plant, and equipment used in the production of certain ceramic station post insulators. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2001	2002
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					

- III-8. Since January 1, 1999, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain ceramic station post insulators from Japan?

☐ No ☐ Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects ☐

Denial or rejection of investment proposal ☐

Reduction in the size of capital investments ☐

Rejection of bank loans ☐

Lowering of credit rating ☐

Problem related to the issue of stocks or bonds ☐

Other (specify) _____

- III-9. Does your firm anticipate any negative impact of imports of certain ceramic station post insulators from Japan?

☐ No ☐ Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226 or cthomsen@usitc.gov).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments, f.o.b. your point of shipment, net of all returns, refunds, discounts, adjustments, credits, and agent commissions, to unrelated U.S. customers of the following products during January 1999-September 2002:

Product 1.—Porcelain station post insulators of 138 kV service class, 650 kV Basic Impulse Insulation Level (BIL), 2200 lb. cantilever strength

Product 2.—Porcelain station post insulators of 230 kV service class, 900 kV BIL, 2750 lb. cantilever strength

Product 3.—Porcelain station post insulators of 500 kV service class, 1800 kV BIL, 2500 lb. cantilever strength

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-A.--PRICE DATA--Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm.

Product 1 ☐ Product 2 ☐ Product 3 ☐

(Quantity in units, value in dollars)		
Period of shipment	Quantity	Value
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/> <hr/>		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of certain ceramic station post insulators (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced certain ceramic station post insulators (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic certain ceramic station post insulators usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced certain ceramic station post insulators are on a contract (____ percent) vs. spot sales (____ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ____ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain ceramic station post insulators? _____

IV-B-6. What is the approximate percentage of the total delivered cost of certain ceramic station post insulators that is accounted for by transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-7. Please report the share of your domestic sales of certain ceramic station post insulators produced by your firm that were made to the following customer types in 2001.

Electric utilities	_____ %	
Equipment packagers	_____ %	
Original equipment manufacturers	_____ %	
Other	_____ %	Describe: _____
Total	_____ %	

IV-B-8. What share of your domestic sales of certain ceramic station post insulators produced by your firm were sold through independent commission agents in 2001? _____ %. If the share sold through independent commission agents differed by type of customer, please explain.

IV-B-9. What is the geographic market area in the United States served by your firm's certain ceramic station post insulators?

IV-B-10. What other products may be substitutes for certain ceramic station post insulators?

IV-B-11. Describe the end uses of the certain ceramic station post insulators that you manufacture. For each end use product, what percentage of the total cost is accounted for by certain ceramic station post insulators?

IV-B-12. How has the demand within the United States (and outside the United States if known) for certain ceramic station post insulators changed since January 1, 1999? What were the principal factors affecting changes in demand?

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-13. Have there been any significant changes in the product range or marketing of certain ceramic station post insulators in the past five years?

☐ No

☐ Yes--Please describe.

IV-B-14. Does your firm sell certain ceramic station post insulators over the internet?

Individual sales:

☐ No

☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of certain ceramic station post insulators in 2001 accounted for by individual internet sales.

Internet auctions:

☐ No

☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of Certain ceramic station post insulators in 2001 accounted for by internet auctions. Please describe the auction process.

IV-B-15. Have internet sales and auctions had a significant impact on the sales or marketing of certain ceramic station post insulators in the United States since January 1999?

☐ No impact

☐ Yes--Please describe the effects.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-16. Are the U.S.-produced and imported certain ceramic station post insulators from Japan used interchangeably (i.e., can they physically be used in the same applications)?

☐ Yes ☐ No--Please explain.

IV-B-17. Are the U.S.-produced and NONSUBJECT imported certain ceramic station post insulators (i.e., product imported from countries not subject to this investigation) generally used interchangeably?

☐ Yes ☐ No--Please explain, by country.

IV-B-18. Are NONSUBJECT imported certain ceramic station post insulators and imported certain ceramic station post insulators from Japan used interchangeably?

☐ Yes ☐ No--Please explain, by country.

IV-B-19. Are there any differences in product characteristics or sales conditions between U.S.-produced certain ceramic station post insulators and certain ceramic station post insulators imported from Japan that are a significant factor in your firm's sales of certain ceramic station post insulators?

☐ No ☐ Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-20. Are there any differences in product characteristics or sales conditions between U.S.-produced Certain ceramic station post insulators and NONSUBJECT imported certain ceramic station post insulators that are a significant factor in your firm's sales of certain ceramic station post insulators?

☐ No

☐ Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

IV-B-21. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported certain ceramic station post insulators and imported Certain ceramic station post insulators from Japan that are a significant factor in your firm's sales of certain ceramic station post insulators?

☐ No

☐ Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from Japan.

IV-B-22. Is the demand for high voltage ceramic station post insulators in the U.S. market cyclical?

☐ No

☐ Yes--If so, please discuss the causes of the cycles, and the length of the cycles. How has this affected your domestic operations during the period of investigation?

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-C.--CUSTOMER IDENTIFICATION**

IV.C.1. Please identify below the names and addresses of your firm's 5 largest electric utility customers for certain ceramic station post insulators during 1999-2001. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain ceramic station post insulators that each of these customers accounted for in 2001.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of total 2001 sales (%)
Electric Utilities					
1					
2					
3					
4					
5					

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-C.--CUSTOMER IDENTIFICATION--Continued**

IV.C.2. Please identify below the names and addresses of your firm's 5 largest packagers or distributors customers for certain ceramic station post insulators during 1999-2001. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain ceramic station post insulators that each of these customers accounted for in 2001.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of total 2001 sales (%)
Packagers or Distributors					
1					
2					
3					
4					
5					

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-C.--CUSTOMER IDENTIFICATION--Continued**

IV.C.3. Please identify below the names and addresses of your firm's 5 largest original equipment manufacturer (OEM) customers for certain ceramic station post insulators during 1999-2001. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of Certain ceramic station post insulators that each of these customers accounted for in 2001.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of total 2001 sales (%)
Original Equipment Manufacturers (OEMs)					
1					
2					
3					
4					
5					

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 1999: To avoid losing sales to competitors selling certain ceramic station post insulators from Japan, did your firm:

Reduce prices	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Roll back announced price increases	<input type="checkbox"/> Yes	<input type="checkbox"/> No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers
 Specific product(s) involved
 Date of your initial price quotation
 Quantity involved
 Your initial **rejected** price quotation (total delivered value)
 Your **accepted** price quotation (total delivered value)
 The country of origin of the competing imported product
 The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (UNITS)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value-- dollars)

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 1999: Did your firm lose sales of certain ceramic station post insulators to imports of these products from Japan?

☐ Yes

☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your price quotation

Quantity involved

Your rejected price quotation (total delivered value)

The country of origin of the competing imported product

The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (UNITS)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)